R.J. REYNOLDS TOBACCO COMPANY
PO. BOX 2959
WINSTON-SALEM, NC 27102-3112

WESTERN UNION [illegible]

0100410001449 05/12/93

5/14/93
Barbara Weinstein

FOR YOUR INFORMATION
PATRICK PISCITELLI

RJR and B+W
Discount Price Increase Announcements

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J. J. BRODSKY & SONS, INC.
P. O. BOX 19700
CHICAGO IL 60619-0700

J-29-G

MAY 12, 1993

TO OUR CUSTOMERS:

EFFECTIVE WITH SHIPMENTS ON MAY 17, 1993, THE LIST PRICE ON MONARCH, BEST VALUE, AND OUR PRIVATE LABEL BRANDS, WILL BE INCREASED $2.00 PER THOUSAND, FORTY CENTS PER CARTON.

ALL ORDERS ON HAND, INCLUDING PREVIOUSLY QUOTED EFT ORDERS, SHIPPING MAY 17, 1993, AND THEREAFTER, WILL BE INVOICED AT THE NEW PRICE.

AS SOON AS PRACTICABLE, WE WILL REIMBURSE TO YOU, BY CREDIT MEMORANDUM THE DIFFERENCE BETWEEN THE OLD AND NEW PRICE, LESS 3.25%, COVERING ONE WEEK'S AVERAGE PURCHASES OF CIGARETTE BRAND STYLES THAT INCREASED IN PRICE. YOUR AVERAGE WEEK'S PURCHASES WILL BE DETERMINED USING THE FEBRUARY 1, 1993, THROUGH APRIL 30, 1993, SHIPPING PERIOD.

THANK YOU FOR YOUR COOPERATION AND SUPPORT IN THE MARKETING OF OUR PRODUCTS.

FORSYTH TOBACCO PRODUCTS
A DIVISION OF R.J. REYNOLDS TOBACCO COMPANY

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17:04 EST

MGMCOMP

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